



# Interim Report H1 2021

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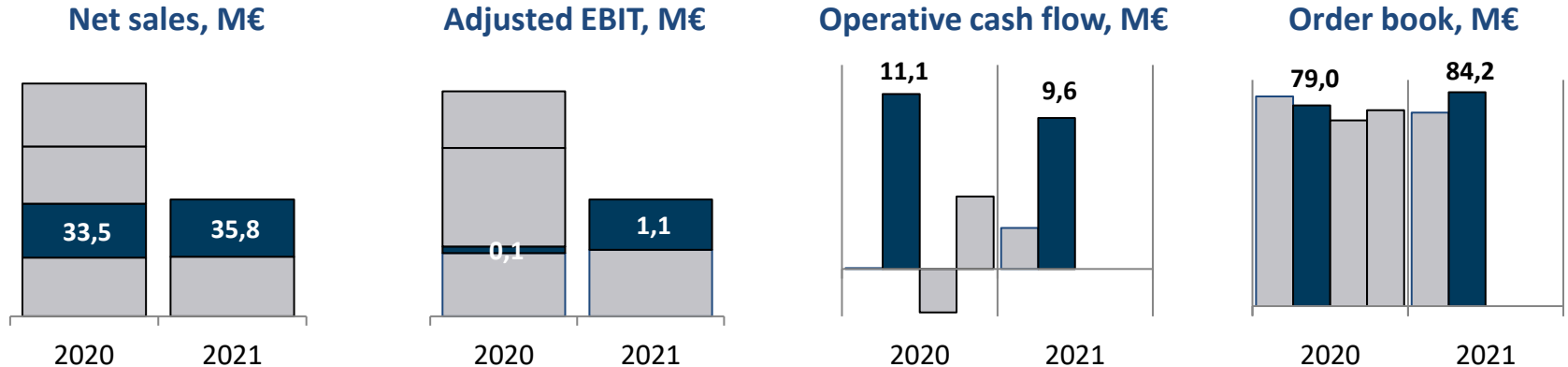
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# Q2 2021 highlights

▪ Net sales	35,8 MEUR	(33,5)	+6,8 %
▪ Adjusted EBIT	1,1 MEUR	(0,1)	+674,1 %
▪ Earnings per share <sup>1)</sup>	0,04 EUR	(-0,11)	
▪ Operative cash flow <sup>1)</sup>	9,6 MEUR	(11,1)	-13,6 %
▪ Orders received	43,9 MEUR	(30,0)	+46,0 %
▪ Order book	84,2 MEUR	(79,0)	+6,5 %

<sup>1)</sup> 2020 includes discontinued operations



## Half-year 2021

- Positive development of the key figures
- Record-high level order backlog 84,2 M€, of which 36 M€ delivery time in 2021
  - On-board displays for Alstom's South Africa project and a video security solution to a customer in the Middle East
- COVID-19 pandemic is not over, but business is gradually returning to normal, new COVID-19 variants are still a risk
- Distributed access architecture deployment projects are in the start-up stage – orders received from our key customers, e.g. LGI
- Component availability issues and increases in prices will affect business during the remainder of the year
- Decision to expand our own production operations to improve profitability in the long-term

## Focus areas for 2021

- **Development of the next-generation access architecture products and the necessary capabilities**
- **Progress in the North American market**
- **Growth and improved profitability in public transport information solutions and video security solutions**
- **Managing the risks associated with the development of the pandemic, global component shortage and the increase in the price of materials and freight will require special attention during the remainder of the year**



# Teleste Group – Q2 2021



- Orders received increased year-on-year and quarter-on-quarter, biggest growth was in public transport information solutions. Order book increased 6,5 % to record level and amounted 84,2 M€.
- Net sales increased year-on-year but decreased quarter-on-quarter. Net sales grew in public transport information solutions and access network products but decreased in access network services compared to the reference period.
- Adjusted EBIT increased year-on-year but decreased quarter-on-quarter. Change in EBIT was driven by change in net sales.
- Operative cash flow decreased year-on-year, but increased quarter-on-quarter. COVID-19 related reliefs improved the operative cash flow in the reference period Q2 2020.
- EPS increased year-on-year but decreased quarter-on-quarter. Q1 2021 included a non-recurring income increasing the EPS by 0,18 €.

	Q2 2021	Q2 2020	YoY change	Q1 2021	QoQ change
Orders received, M€	43,9	30,0	46,0 %	36,0	21,7 %
Net sales, M€	35,8	33,5	6,8 %	37,0	-3,3 %
Adjusted EBIT, M€	1,1	0,1	674,1 %	1,5	-24,1 %
Adjusted EBIT-%	3,2 %	0,4 %		4,0 %	
EBIT, M€	1,1	-0,4		4,7	-75,8 %
Net profit, M€ <sup>1)</sup>	0,8	-2,0		3,7	-78,3 %
EPS, €	0,04	-0,05		0,21	-78,6 %
EPS, € <sup>1)</sup>	0,04	-0,11		0,21	-78,6 %
Operative cash flow, M€ <sup>1)</sup>	9,6	11,1	-13,6 %	2,6	267,8 %

<sup>1)</sup>Including discontinued operations

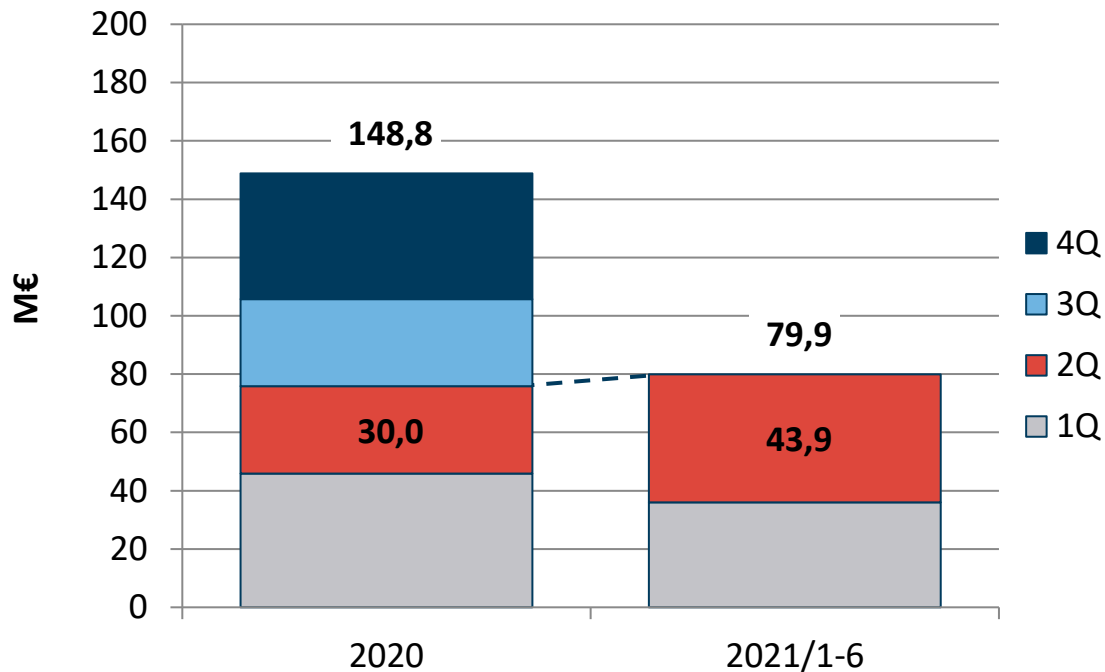
# Teleste Group, January - June 2021

	1-6 2021	1-6 2020	YoY change	1-12 2020
Orders received, M€	79,9	75,9	+5,3 %	148,8
Net sales, M€	72,8	70,1	+3,9 %	145,0
Adjusted EBIT, M€	2,6	1,6	+67,6 %	5,1
Adjusted EBIT, %	3,6 %	2,2 %		3,5 %
EBIT, M€	5,8	1,0	+472,0 %	4,5
Net profit, M€ <sup>1)</sup>	4,5	-3,4		-8,0
EPS, €	0,25	0,02	+1559 %	0,16
EPS, € <sup>1)</sup>	0,25	-0,18		-0,43
Operative cash flow, M€ <sup>1)</sup>	12,2	11,2	+9,2 %	13,1

<sup>1)</sup> Including discontinued operations

# Orders Received

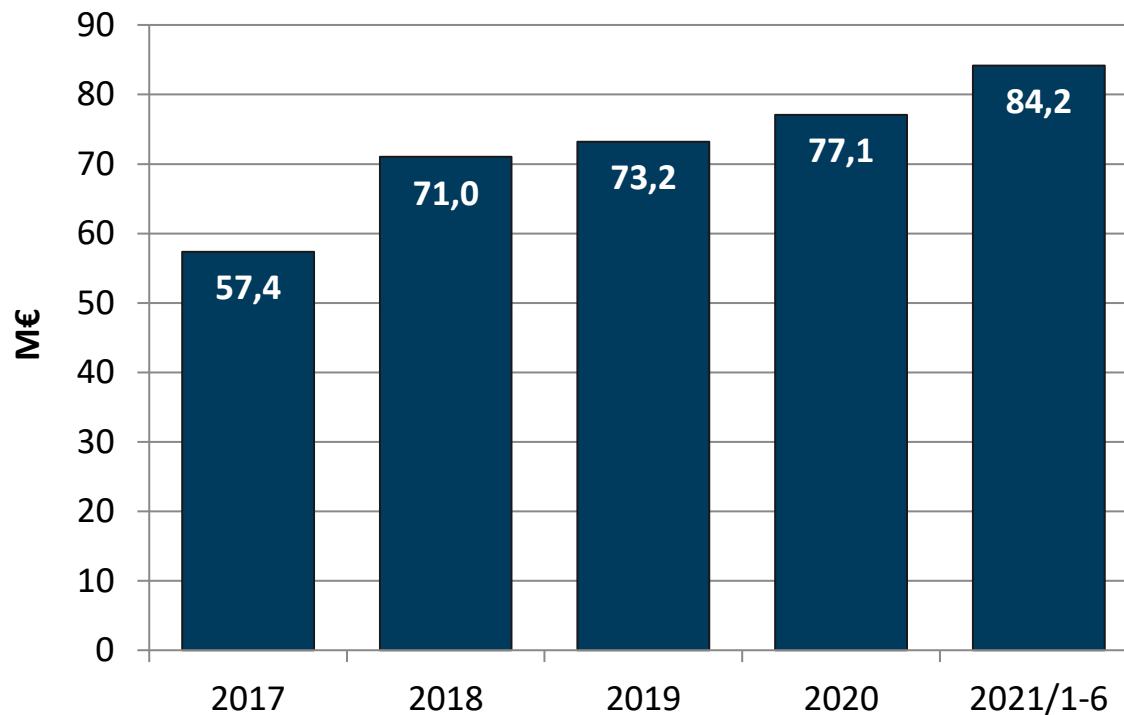
Discontinued operations excluded





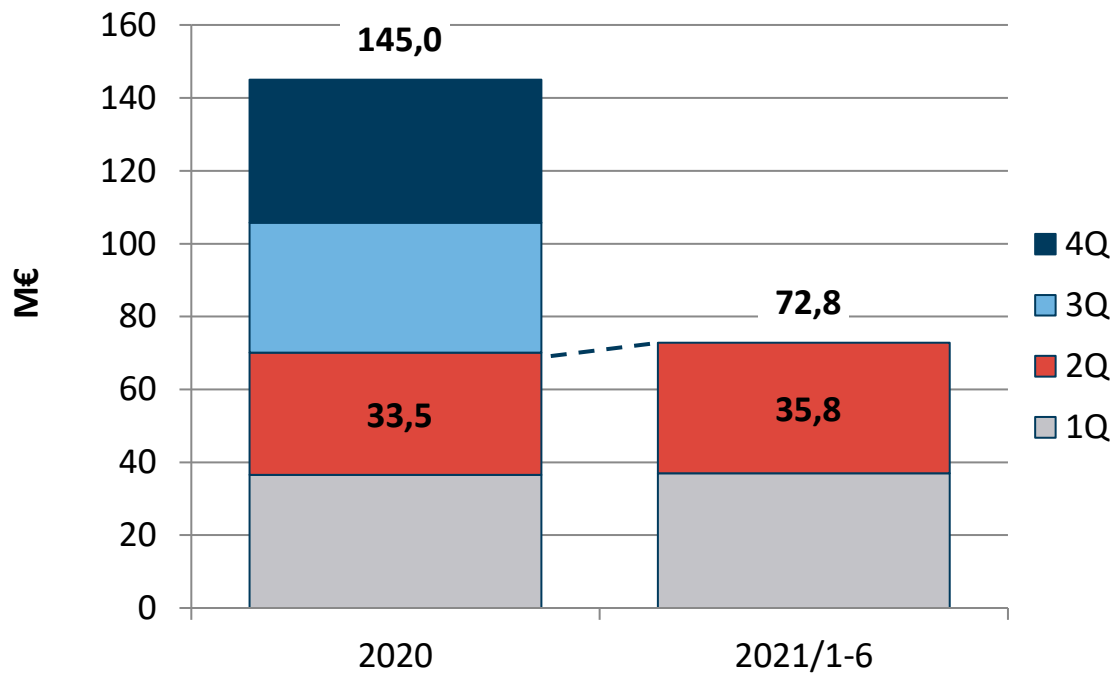
# Order Book (at the end of period)

Teleste Group, M€



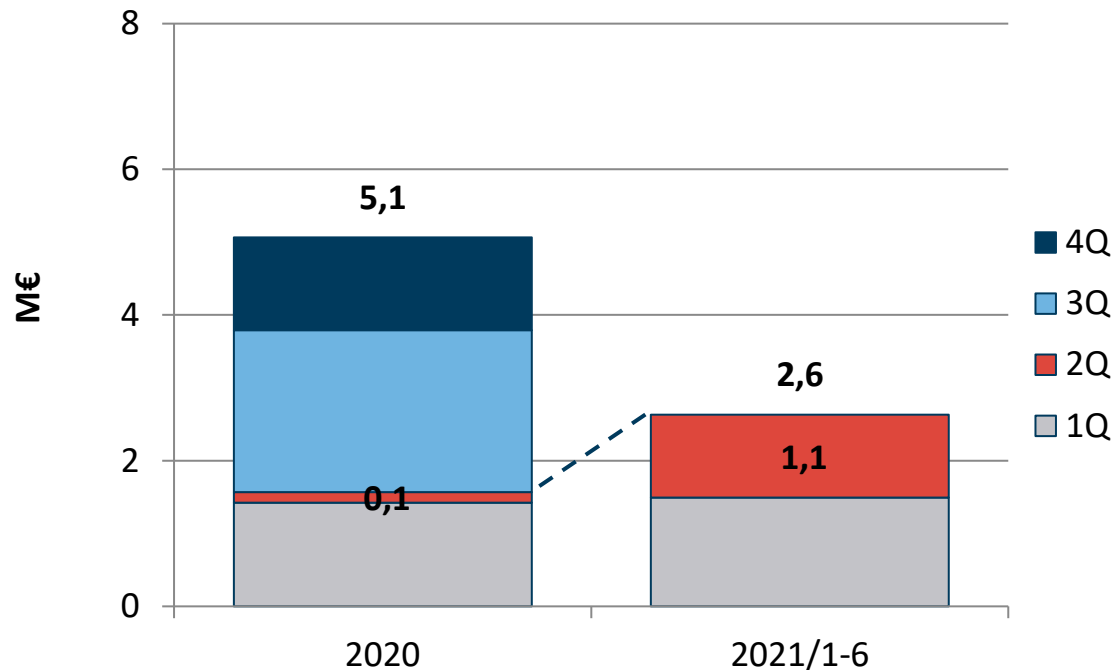
# Net Sales

Discontinued operations excluded



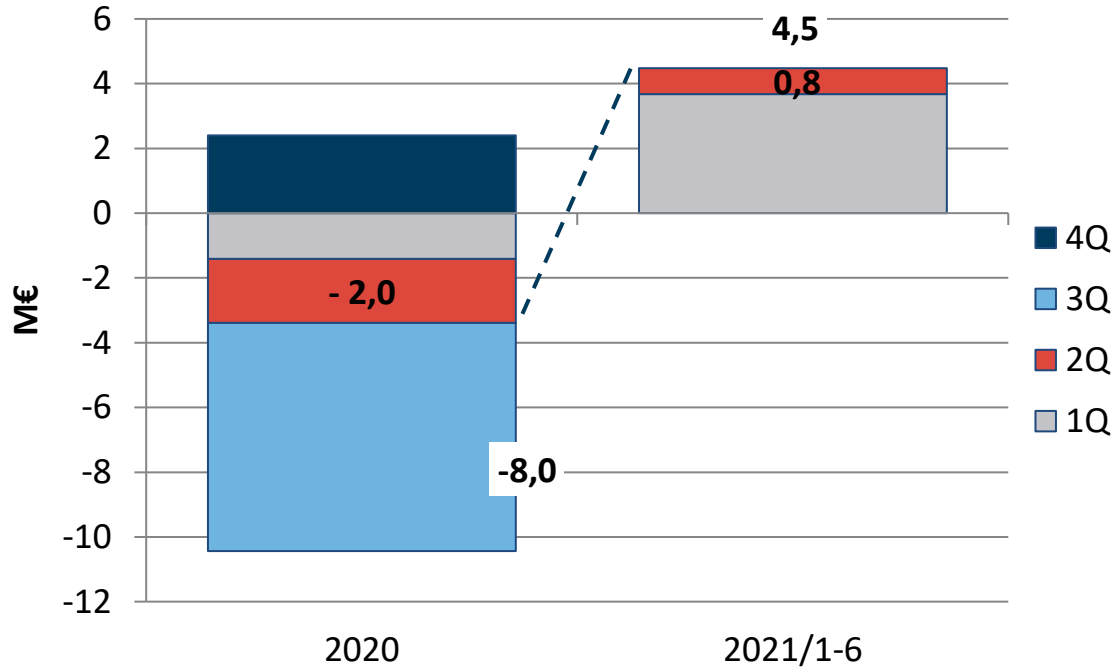
# Adjusted Operating Profit

Discontinued operations excluded



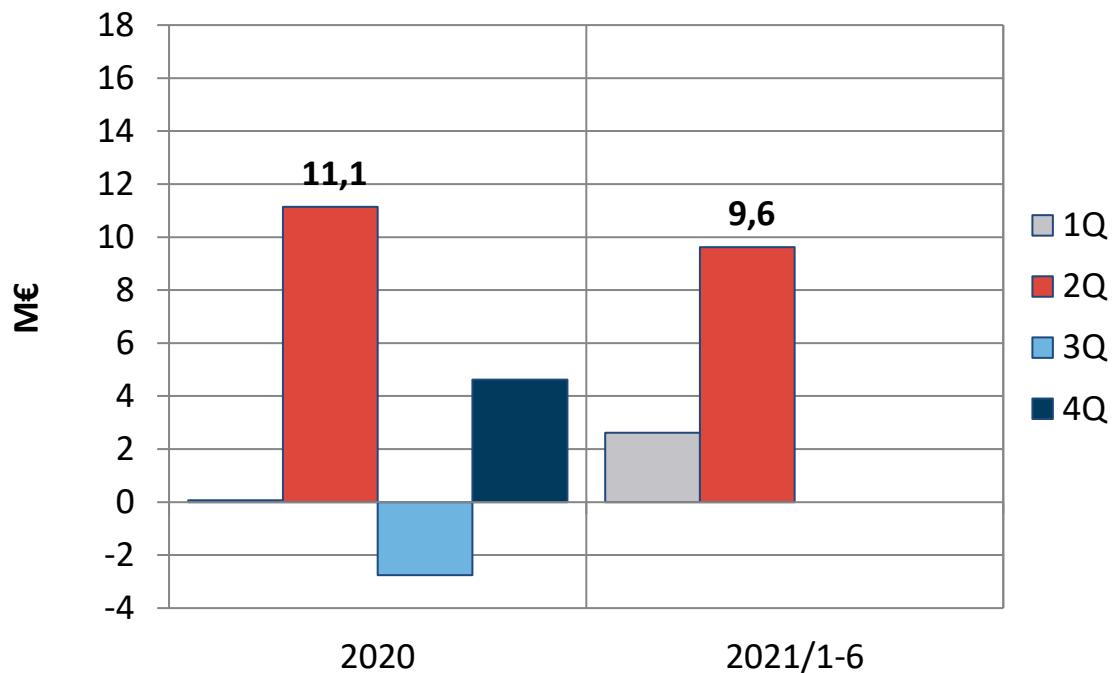
# Net Profit

Discontinued operations included



# Cash Flow From Operations

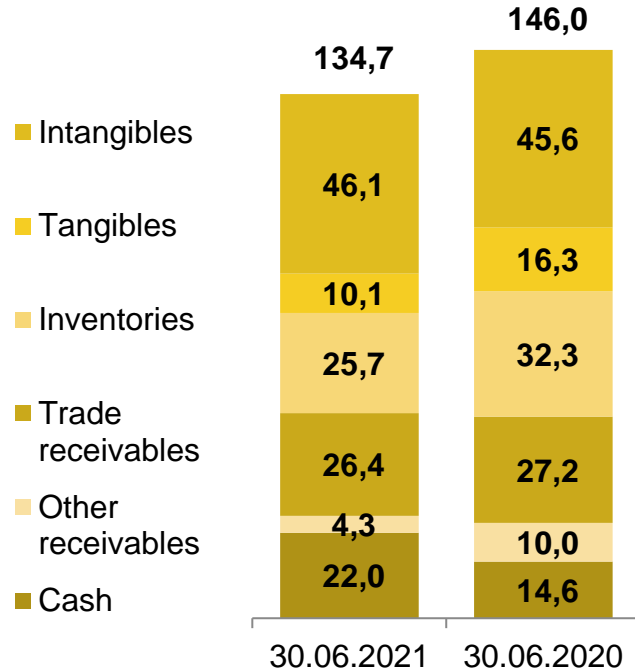
Discontinued operations included



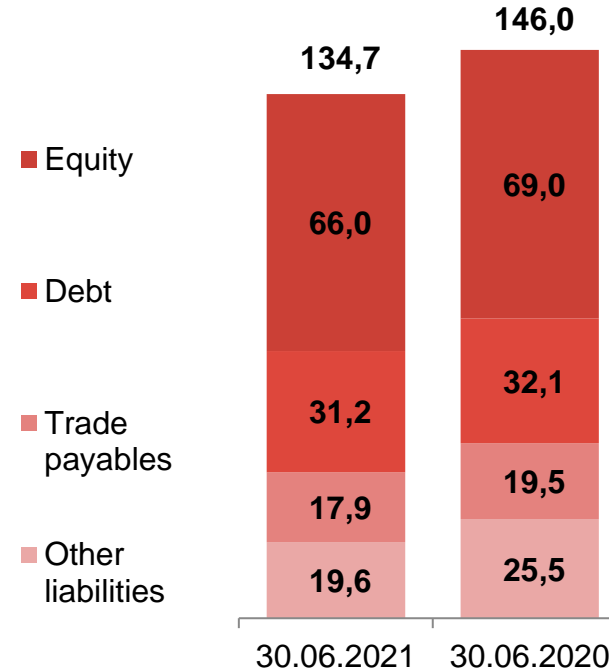
# Balance sheet 30 June 2021

Discontinued operations included on 30 June 2020

## Assets

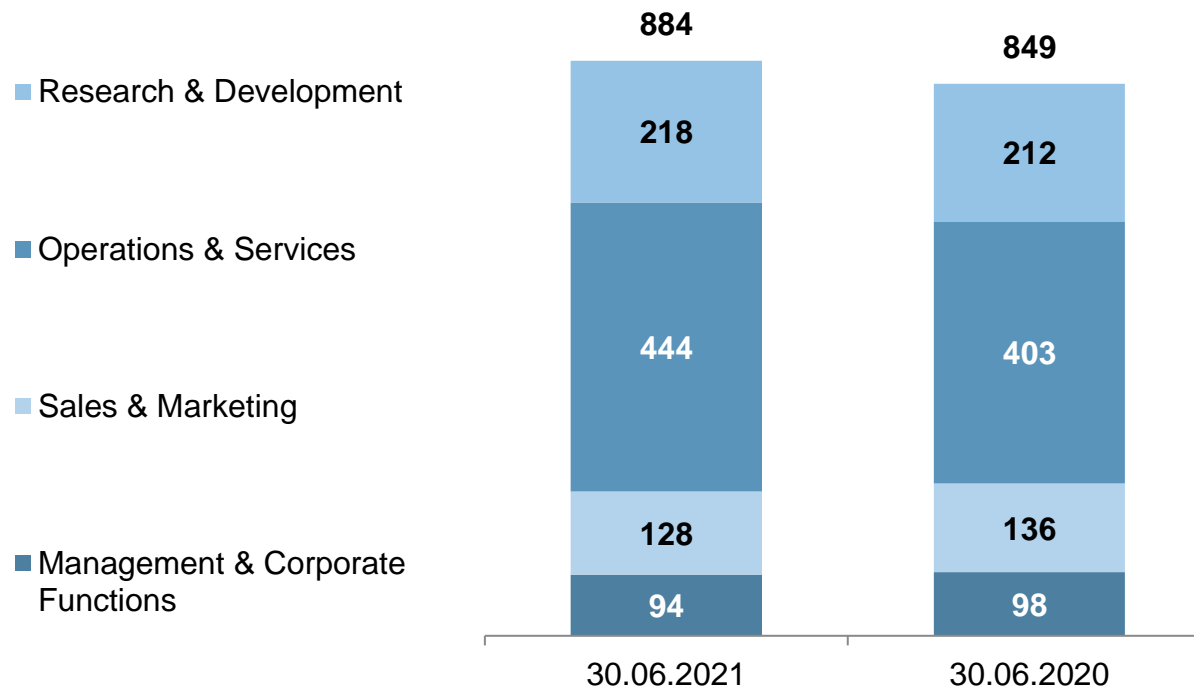


## Equity and Liabilities



# Personnel (full-time equivalent at the end of period)

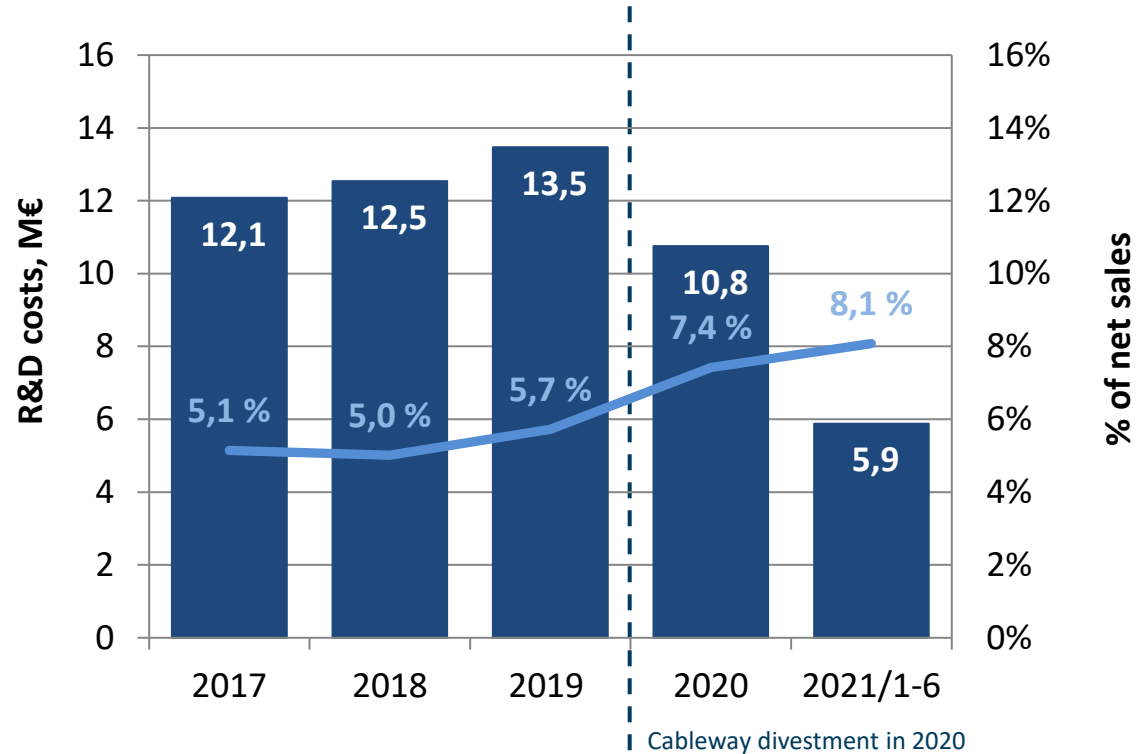
## Continuing operations





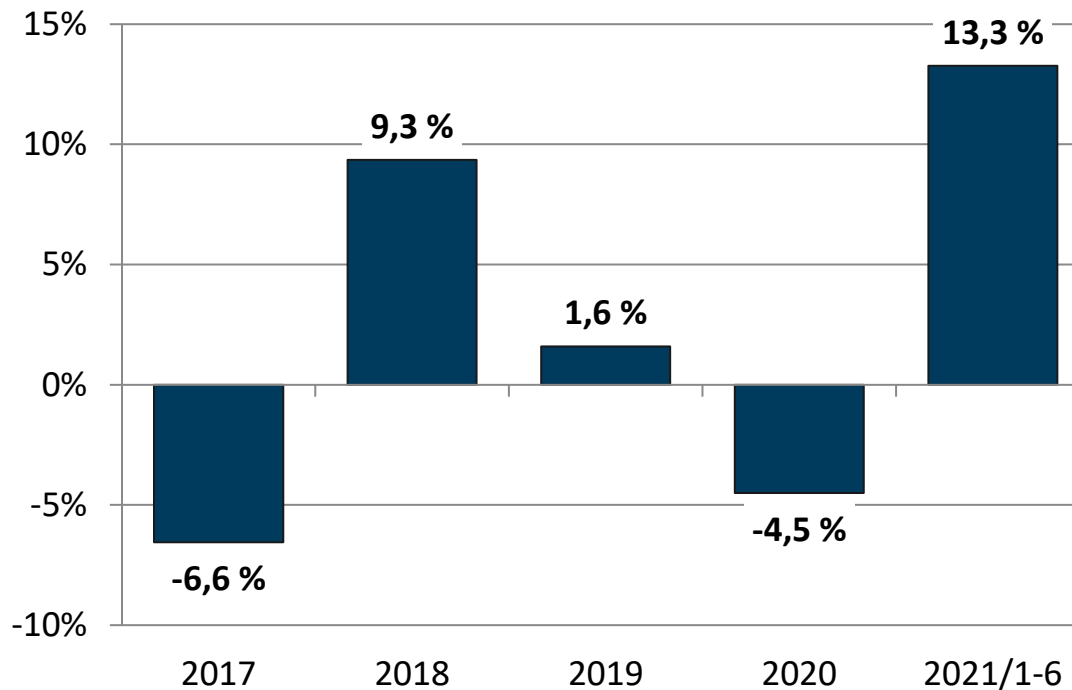
# R&D costs

	1-6 2021	1-6 2020
M€	5,9	5,9
% of sales	8,1 %	8,5 %



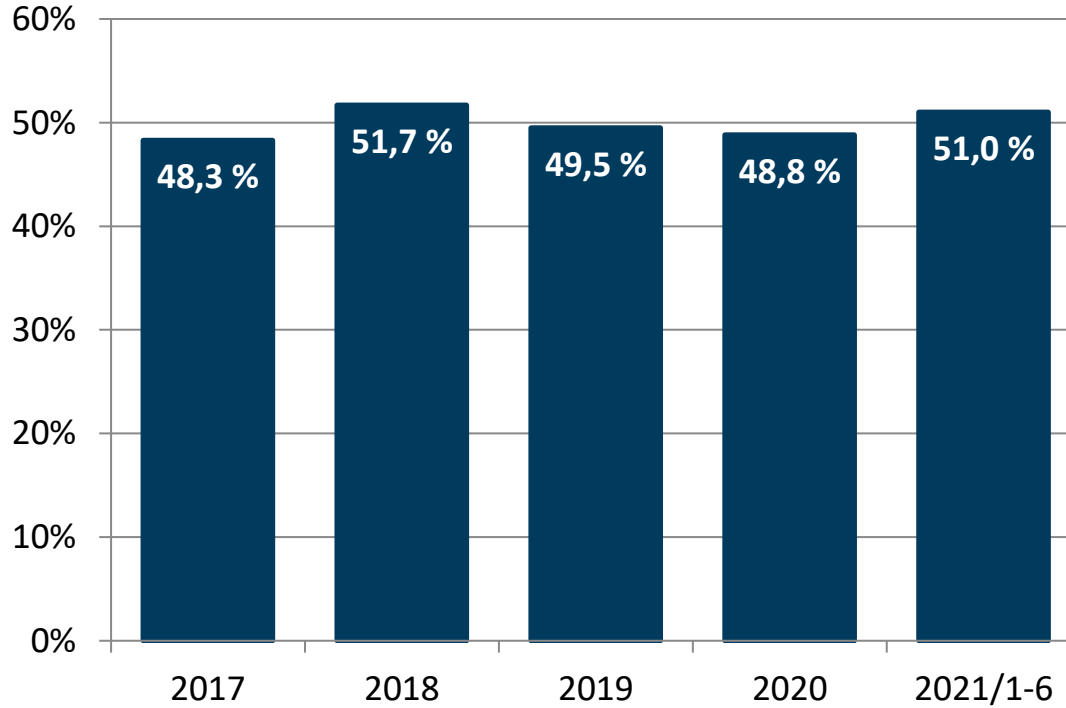
# Return on Capital Employed

Including discontinued operations

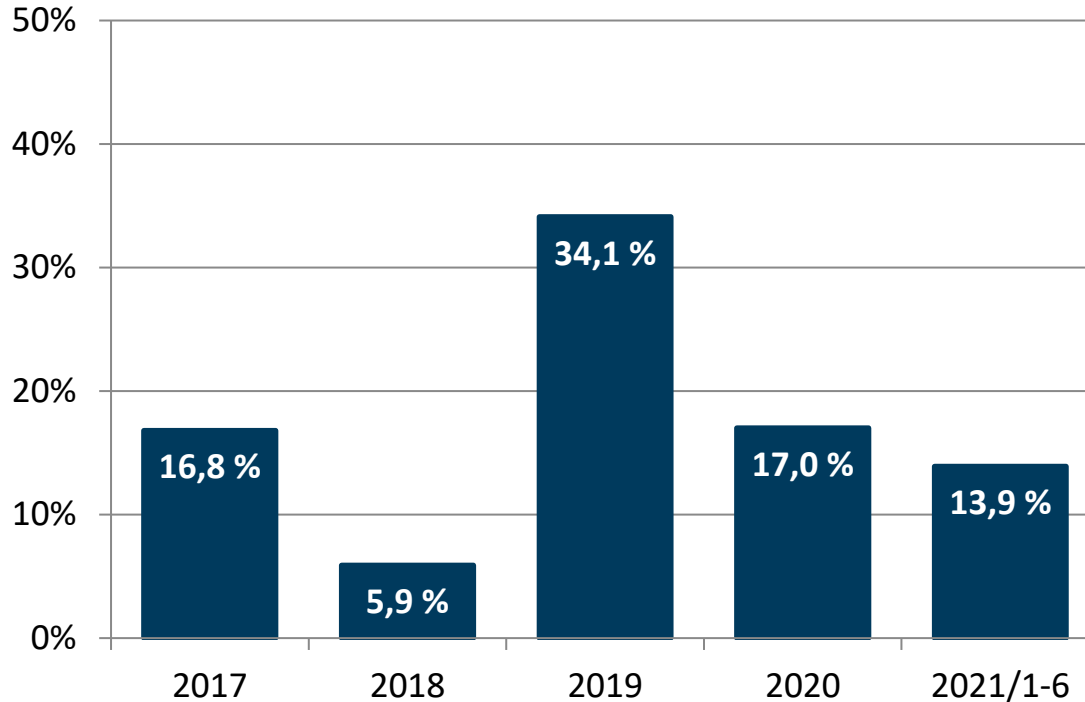


# Equity Ratio (at the end of period)

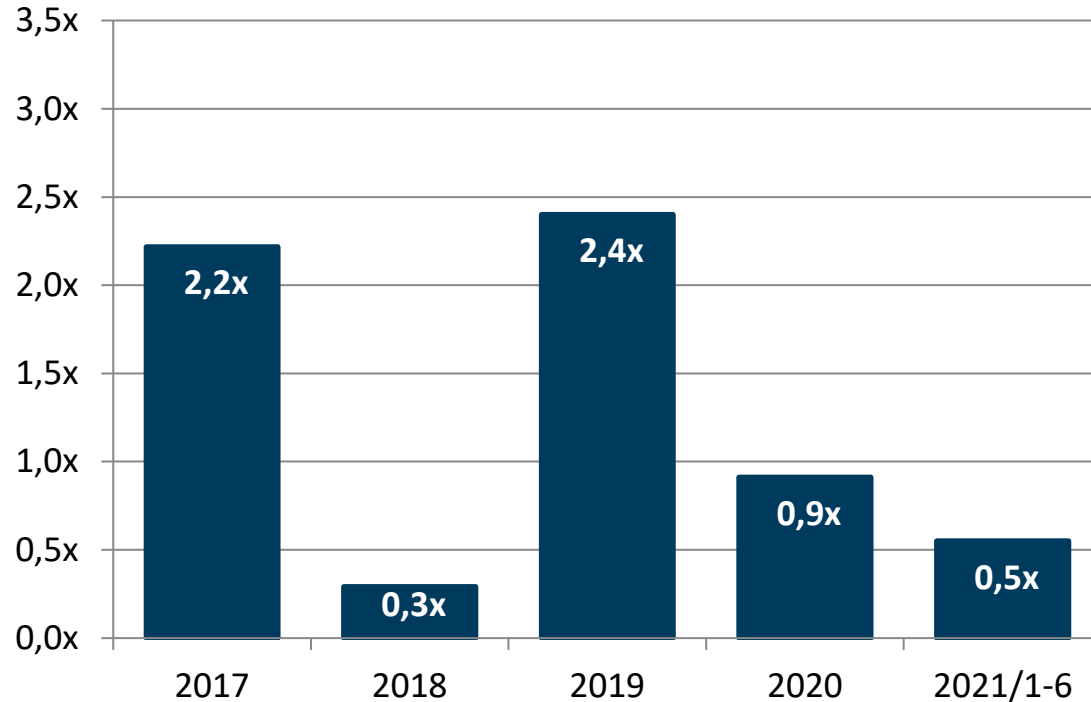
## Including discontinued operations



# Net gearing (at the end of period) Including discontinued operations



# Net Debt / EBITDA (12 mth rolling)



## Outlook for 2021

Teleste estimates that the net sales of the continuing operations in 2021 will reach or exceed the level of 2020 and that the adjusted operating result will exceed the adjusted operating result of 2020. The net sales of the continuing operations in 2020 were EUR 145.0 million, and the adjusted operating result was EUR 5.1 million.

However, the COVID-19 pandemic continues to cause uncertainty among Teleste's customers and in the company's own operations in the 2021 financial period.